

A guide to.....



sixtynine^{route}.co.uk

**The Route 69
Shooter Staff!**

Welcome to your Guide to...The Route 69 Shooter Staff!

The guide has been put together for the management and staff of bars, pubs and clubs who would like to create an exciting buzz by inviting Route 69 Shooter Boys/Girls into your world!

Route 69 is an experienced premier promotional sales agency, for years we have been providing an unrivalled service to the bars, pubs and clubs of the north east, whether this is through promoting out very own 'nights' in chosen venues, running our famous pub crawls, providing teams of Shooter Staff – we simply create a lasting atmosphere where ever we go!

Team Management and Recruitment

Route 69 currently have a structured management system, each with their own speciality on the service we are offering. For the Route 69 Shooter Staff our management team take a very hand on approach – and from experience, we know the best people for the job, and how to get the best from them at all times.

Each staff member is put through a rigorous interview so we can check they will be able to deliver what is required from them; they will then receive initial and on-going training before being 'released'.

Problems/Queries and Questions

A member of the management team will always be on hand if you have any queries or problems.

Targets

Each boy/girl is target driven, as a result every 6 weeks, their total number of sales are calculated. This provides us with excellent insight of who is performing well, or beyond their target – and those who are underperforming.

For those who are underperforming, they will be closely monitored by management.

The Money!

Every evening a member of the management team will cash up their takings.

Every Monday this will then be distributed appropriately to our clients. There is no cost to the venue.

As a general guide –

Shots/Shooters are £2 each.

We have different packages for shots available, however as a general guide, we will pay the venue:

- £50 per full bottle of Sambuca (one full 70cl bottle of cordial mixer included in price)
- £25 per full bottle of Corkeys (or equivalent) sold
- a pre-agreed 'weekly site rent', in this case we will supply our own stock

The Equipment

The Route 69 Shooter Staff will arrive at your venue ready to work. They have shooter belts, cash belts and can even bring their own shot glasses!

For those in the Route 69 Paparazzi team they will arrive with all equipment needed to supply key rings to customers.

Staff training and Support

Our experience tells us, that when a staff member is fully trained and prepared, they make more sales. As a result we see training and support as an essential element to being successful.

We also closely monitor our legal obligations and we are experienced in working for large and often complex corporations. As a result we train staff in accordance with the Portman Code of Practice:

Health and Safety Act 1974

First Aid – Accident Reporting – Fire Safety – Broken Glass Policy – COSHH Electricity

Noise at Work Act

Regulations – Ear Plug Policy

Bomb Threats

What to do in the event you find a suspicious package – Bomb Evacuation

Licensing Act 2003

Drunken Customers – Anti social behaviour - Violence

Challenge 21

Criteria – Acceptable Identification

Drugs Policy

Signs of drug use and dealing – What to do if you Serving Alcohol – Rules and Regulations

Fines — Test Purchasers

Route 69 Shooter Girls – sales training:

This is the Route 69 Shooter Staff, specialist training course:

- * Getting the customers Attention
- * Stimulating the customer's Interest
- * Creating a Desire to buy
- * Confirm the Action to be taken

More Information

To find out more please see our website – www.routesixtynine.co.uk and follow the signs for 'contact us' where someone in our team can deal with your query.

Route 69 is proud to promote responsible drinking at all times. We are in full support of Government drinking awareness campaigns. You also have the extra reassurance of knowing that all of our team receive full training based on the Portman Group code of practice, covering all aspects of health and safety and responsible drinking.